

Suzuki, Toyota cars on way; another Japanese tie possible

GM eyes Canada as small-car base

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see a very healthy economy start to develop."

The Canadian dollar is now worth 25 to 30 percent less than the U. S. dollar. If the yen does not also strengthen against the U. S. dollar as much as the Canadian dollar, part of the cost advantage for GM of Canada will be eroded.

There are other variables in GM of Canada's competitive advantage with the Japanese besides the labor costs. Other parts of the equation include services, productivity, quality, where components will be purchased and the strength of the Canadian dollar against the yen. If the yen gets stronger against the U. S. dollar, then the competitive advantage is maintained.

The competitive advantage in Canada will be aimed toward the Japanese and small-car production. According to Smith, 65 percent of all car sales in Canada are in the small-car market, compacts and subcompacts. In Quebec, the percentage climbs to 75 percent. In the U. S., it is about 50 percent, he said.

It is because of GM of Canada's expertise in the small-car market that it was grouped with the Chevrolet and Pontiac divisions in the GM reorganization, Smith said. All three concentrate on the smaller end of the market spectrum. Also, GM of Canada basically manufactures cars for Chevrolet and Pontiac.

"Our goal is to put in place an organization that will beat the Japanese both in cost and quality in both our manufacturing operations and our marketing operations," he said.

"We are the most competitive of the manufacturing operations in North America (with the Japanese)," he said. "Part of our mainstream strategy is to beat the Japanese long-term. We intend to concentrate on the manufacturing base on the small car here in Canada."

"We have an excellent base here," he said. "We are in a strong position to accomplish this (overtaking the Japanese). In many areas, we are equal or better. We still have a way to go. Our cost is still behind, but we have excellent quality coming from our plants here and we feel we are a match in many

areas."

Smith would not say the Canadian plants have better productivity than those in the U. S.

"There are some plants in the U. S. that are as good as ours, but our plants seem to run at the higher end of the spectrum," he said. "I wouldn't say we are overwhelming, but we have good productivity."

Smith measures productivity by taking the number of people involved in building a certain number of cars.

Smith said GM of Canada is studying the possibility of building a new assembly plant in Ontario that would build small cars. The proposed facility is still in the paper-pushing stage.

But he emphasized that the GM small cars in the near future will be coming from joint and import ventures. The origin of the small car after that depends on the success of the Saturn program, he said. That program is the beginning of a new method of building a car, totally involving both the company and the union in the entire project.

"It requires a significant amount of improvement in order to be competitive," Smith said. "If we produce a car that is competitive, then I would think you will see more action

at the bottom end by North American manufacturing rather than the joint-venture programs."

"But for some time, the joint venture, in some form, will probably be a way of doing business at the small end of the line — for the next four years at least."

GM of Canada is interested in getting the UAW in Canada to participate in the Saturn project, Smith said, although so far "nothing has filtered down that far." He said the subsidiary would push for the Canadian UAW's participation "when it is appropriate."

To maintain its competitiveness in the Canadian market, GM of Canada hopes to have cars exclusively for that country. They would not be cars built by GM solely for the Canadian market because of the high cost of tooling a low-volume car and the safety and environmental certification.

"Those costs are overwhelming," Smith said. "So what you try to do is look at who has what we want or would like to have — joint ventures or other GM divisions. Generally speaking, we would find the ideal situation would be to work out an arrangement with someone who is already building a car or



Oldsmobile award for Deery Motors

Harold Jenkins, left, service manager, John Deery Motors, Cedar Falls, Ia., receives the Oldsmobile Service Award of Merit from Mike Vergon, Oldsmobile district service manager. John Deery Motors was one of 210 dealerships out of 3,000 to receive this merit award.

in the process of planning a car."

Should GM of Canada want a joint venture outside of GM, it would first make the proposal to the Chevrolet/Pontiac/GM of Canada supergroup. If approved, the car would be sold only in Canada and GM of Canada would decide what dealers would get the new vehicle.

"We are looking at three or

four different proposals on manufacturing or marketing," he said. "I don't know if you would call them joint ventures or business arrangements or merely supply/sell arrangements."

According to Smith, the arrangements are all outside of GM and North America.

Dealers, too, play a big role in the success of the Canadian subsidiary. Many of the dealerships are family dealerships — parent to child — while others are headed by former GM employees.

"It's a family," Smith said. "I haven't seen this before, but it doesn't take long to realize the family relationship that exists between the factory and the dealer force."

The Canadian dealer network is closer knit than the U. S. basically because there are fewer people in that country and fewer dealerships — 940 in Canada compared with 10,645 in the U. S.

The suppliers are also important and Smith said GM of Canada will be pushing them to reorganize their companies in the same way as GM — streamlining operations.

The bulk of the components used by GM of Canada are single-sourced and the subsidiary has made strides in computerization techniques linking the suppliers directly to the factory. The suppliers are fed the production schedules for the just-in-time inventory system. There are also computerized payment systems and invoice lists, and the money can be deposited directly in the suppliers' bank accounts.

"We are moving rather rapidly in these areas and will continue to do so," Smith said. "The terminals in the suppliers' plants are turning out to be a very effective program in reducing inventories, not only for GM but also for the suppliers. "We are much closer to our production schedules. It is really going to work well, and I'm sure it will be extended heavily into the U. S. as well."

Greater Chicago auction marks 30th anniversary

CHICAGO. — The 30th anniversary of the Greater Chicago Auto Auction was celebrated by Joe Lyng, the present owner.

The auction has five lanes and can handle over 1,500 cars in a single day. Auctions are held on Thursday.

factories list auction dates

American Motors

Aug. 7—D-A Auto Auction, New Stanton, Pa., and High Point Auto Auction, High Point, N. C.

Aug. 8—Central States Auto Auction, Mason City, Ia., and Metro Milwaukee Auto Auction, Caledonia, Wis.

Aug. 9—Corry Auto Auction, Corry, Pa.; Todd Auto Auction, Telford, Pa.; Evansville Auto Auction, Evansville, Ind.; Kansas City Auto Auction, Kansas City, Mo., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Aug. 13—Aptco Auto Auction, Taylor, Mich.

Aug. 15—Southern Auto Auction, Warehouse Point, Conn.; Columbus Fair Auto Auction, Obetz, O.; Central States Auto Auction, Mason City, Ia., and Metro Milwaukee Auto Auction, Caledonia, Wis.

Aug. 16—Evansville Auto Auction, Evansville, Ind., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Aug. 17—Concord Auto Auction, Acton, Mass., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

Aug. 21—D-A Auto Auction, New Stanton, Pa., and High Point Auto Auction, High Point, N. C.

Aug. 22—Central States Auto Auction, Mason City, Ia., and Metro Milwaukee Auto Auction, Caledonia, Wis.

Aug. 23—Corry Auto Auction, Corry, Pa.; Todd Auto Auction, Telford, Pa.; Evansville Auto Auction, Evansville, Ind.; Kansas City Auto Auction, Kansas City, Mo., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Aug. 28—Aptco Auto Auction, Taylor, Mich.

Aug. 29—Southern Auto Auction, Warehouse Point, Conn.; Columbus Fair Auto Auction, Obetz, O.; Central States Auto

Auction, Mason City, Ia., and Metro Milwaukee Auto Auction, Caledonia, Wis.

Aug. 30—Evansville Auto Auction, Evansville, Ind., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Aug. 31—Concord Auto Auction, Acton, Mass., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

Chrysler Corp.

Aug. 7—Aptco Auto Auction, Taylor, Mich.; Hatfield Auto Auction, Hatfield, Pa.; Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Florida Auto Auction of Orlando, Ocoee, Fla.

Aug. 8—Harrisonburg Auto Auction, Harrisonburg, Va., and Dallas Auto Auction, Grand Prairie, Tex.

Aug. 9—Golden Gate Auto Auction, Fremont, Calif.

Ford Motor Co.

Aug. 8—Columbus Fair Auto Auction, Obetz, O.; Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Lakeland Auto Auction, Lakeland, Fla.

Aug. 15—Golden Gate Auto Auction, Fremont, Calif.

Aug. 16—Arena Auto Auction, Chicago, Ill., and Dallas Auto Auction, Grand Prairie, Tex.

Aug. 21—Harrisonburg Auto Auction, Harrisonburg, Va.

Aug. 23—Denver Auto Auction Ltd., Englewood, Colo.; 166 Auto Auction, Springfield, Mo., and Skyline Auto Exchange, Fairfield, N. J.

Aug. 29—Clanton's Auto Auction, Darlington, S. C., and Brasher's Southern California Auto Auction, Fontana, Calif.

Aug. 30—Aptco Auto Auction, Taylor, Mich.

General Motors

Aug. 7—166 Auto Auction, Springfield, Mo.

Aug. 8—Brasher's Southern California Auto Auction, Fontana, Calif.; Hatfield Auto Auction, Hatfield, Pa., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Aug. 9—Nashville Auto Auction, Nashville, Tenn.

Aug. 14—Southern Auto Auction, Warehouse Point, Conn., and Florida Auto Auction of Orlando, Ocoee, Fla.

Aug. 15—Metro Auto Auction of Kansas City, Lee's Summit, Mo.

Aug. 16—Indianapolis Auto Auction, Indianapolis, Ind.

Aug. 22—Clanton's Auto Auction, Darlington, S. C.

Aug. 23—Butler Auto Auction, Gibsonia, Pa.; Arena Auto Auction, Chicago, Ill., and Dallas Auto Auction, Grand Prairie, Tex.

Aug. 29—Golden Gate Auto Auction, Taylor, Mich.; Floyd Hauhe Auto Auction, Bridgeton, Mo., and Denver Auto Auction, Englewood, Colo.

Model breakdown

	Auction Averages		
	AUGUST	JULY	JUNE
1984.....	\$9,115	\$11,772	\$10,601
1983.....	7,577	7,793	8,284
1982.....	5,756	6,759	6,185
1981.....	5,096	5,681	5,091
1980.....	4,152	4,222	4,358
1979.....	3,605	4,100	3,963
1978.....	2,437	2,644	2,432
1977.....	2,102	2,114	1,830
Overall Average	\$5,226	\$ 5,560	\$ 5,436

Used Car Sales

Auction Averages	
August to date	\$5,226
Month ago	\$4,702
Year ago	\$5,089



Signing Kelly

Callis Kelly signs a Chevrolet sales and service agreement to operate Kelly Chevrolet - Oldsmobile, Paintsville, Ky. Witnessing the event is John D. Helser, Chevrolet's Charleston zone manager.

Switch planned for 1985

Changes in GM policy may bring superdealers

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ity and as much as \$15 million to purchase an existing dealership.

At those levels, it has become increasingly difficult to justify entering the franchise business and difficult for those already in it to expand. Yet, the car companies need new and better dealers.

Examples of chain dealerships already exist. The Rosenthal organization in the Washington, D.C., area, with nine dealerships; Hollman Co., in New Jersey, with nine; Benson Management Co., in San Antonio, with 13, and Key-Royal, in Birmingham, with 17, come to mind.

But they are not multi-dealer operations handling a single make; rather, they are umbrella organizations handling a varied number of makes.

Typically, these super-dealer organizations have a highly professional, multi-layered management structure and a substantial degree of specialization. Combined with a large cash flow, they can dominate their market areas.

It is not uncommon, for example, for such organizations to spend as much as \$500,000 per month on advertising alone.

The GM switch on multi-dealer investment would permit this type of organization to develop within its line-up, conceivably leading to a dealership organization that would handle all of its makes from Chevrolet to Cadillac.

Said one GM dealer, "This move is a good one for both GM and the dealers. It allows us to bring in and reward our younger talented people and to better our return on investment while making it possible for GM to raise the quality of its entire dealer network."

Some dedicated single-point GM dealers see it as threat, however, and fear that they may well be swallowed up by their larger brethren. Said one who wished to remain anonymous, "There is no way I can compete with those big guys."

Another dealer, who wholeheartedly applauded the change, lamented that it did not go far enough: "With the restriction against owning more than one store in a given market area, GM could be disqualifying some of its best candidates for expansion."

GM makes that restriction only in non-metro markets.

In its letter to dealers, GM said it was proposing the changes in response to a "mutual desire on the part of GM and many of its dealers to make the most efficient use of available dealer investment capital... in recognition of the escalating cost of getting into a

dealership... and the need to attract qualified dealer operators."

While the multi-dealer possibility is an attractive one to dealers, GM will not make it available unconditionally. There is, for example, the requirement involving the Customer Satisfaction Index (CSI) by which GM measures the performance of its dealers.

Utilizing interviews of GM car buyers three and six months after purchase, CSI rates dealers on such factors as the selling experience, delivery condition and warranty service. Dealers also are compared to GM competitors in the region.

In its letter to dealers, GM said that it will not consider any dealer for the multi-dealer plan unless his/her existing dealership is at or above the CSI average for the region.

Robert Daly, NADA executive director—communications, said NADA had been pushing for the change for about two years. The old system forced GM dealers to go outside GM for expansion, he said. Under this new policy, GM will be able to reward management talent.

"I think they (GM) recognize, as do we, that the auto

business is not what it used to be," he said. "You just don't have a guy sitting in the store all day anymore. These people are sophisticated businessmen."

GM's major competitors have been less restrictive on the number of dealerships any one dealer can own. Ford Motor Co., for example, allows a dealer to have as many as 15 franchises in the U.S., although a signature from Ford President Donald Petersen is needed past five. Chrysler Corp. has handled extra dealerships on an ad hoc basis. Both companies, however, still require a 25-percent equity investment on any new dealership.

NADA's Daly said NADA will make reduction of the 25-percent equity requirement one of its major goals in franchise agreement negotiations this year.

Count has risen for 4 consecutive quarters

Domestic dealer total up 54 in half

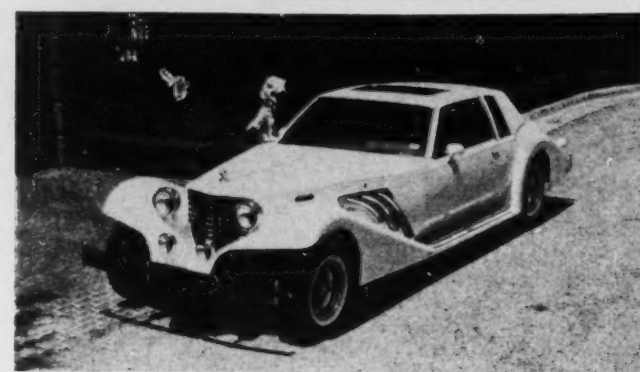
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added 20 franchises apiece in the first half. Oldsmobile picked up 15, and Cadillac, 10.

On the downside were Renault, with a loss of four; Chevrolet, five; VW, 10, and AMC, 24.

Chrysler Corp. had 3,955 car dealers on July 1, up from 3,864 at the beginning of this year. There was a gain of 30 in the first quarter and 61 in the second. It was Chrysler's best first-half performance since 1965 when it added 176 dealers.

Chrysler's gain of 91 com-



Coupe by Baroque

Baroque Motorcars, Omaha, offers this coupe in its lineup which includes a cabriolet, a sedan and three limousines. The car is based on General Motors mechanicals and is priced at \$59,900. Prices range up to \$185,000 for a limousine based on Rolls-Royce.

pared with a rise of 88 in the first six months of 1983. Chrysler has had seven consecutive quarters of increases.

Franchise totals on July 1 were: Chrysler, 2,980; Plymouth, 2,929, and Dodge, 2,844.

In addition to its 3,955 car dealerships, Chrysler has eight that handle only Dodge trucks. They are not included in the corporation's car-dealership total or in the Dodge car-franchise total.

Ford Motor Co.'s midyear car-dealership count was 5,519, up 11 from 5,508 on Jan. 1. It was Ford's best first half since 1973. Last year, Ford was up 10 for the six-month span.

Franchise totals at the mid-year point of 1984 were: Ford, 4,693; Mercury, 2,706, and Lincoln, 1,561.

Ford Motor Co. has 107 dealers that handle only Ford heavy-duty trucks. They are not included in the Ford Motor car-dealership total or in the Ford Division car-franchise total.

General Motors showed little change in the first half, with declines of 10 car dealerships each quarter. The midyear total was 10,020.

Despite the declines, it was GM's best first half since 1979 and compared with a dip of 75 in the 1983 period.

Franchise totals on July 1 were: Chevrolet, 5,150; Oldsmobile, 3,190; Pontiac, 3,000; Buick, 2,965, and Cadillac, 1,605. It was the first time Pontiac had been at the 3,000 mark since the census of April 1, 1982.

The American Motors-Re-

nault dealership total was 1,498 on July 1, compared with 1,526 on Jan. 1. Quarterly slips were 15 and 13. In 1983, the loss was 48 for the first half.

There were 1,416 AMC franchises and 1,352 Renault franchises at midyear. Some 1,270 outlets handle both makes.

AMC has about 760 duals with Big Three makes and nearly 90 percent of them also handle Renault. About half of the 75 AMC-VW combinations have the Renault franchise.

There were 896 Volkswagen dealerships on July 1, down 10 from 906 at the beginning of this year. The decline was just half of the 19-outlet loss in the corresponding period a year ago.

VW has an estimated 140 duals with other makes of U.S. cars.

For the domestic industry, the four consecutive quarters of dealer increases have added 172 establishments to the ranks. The current count of 20,895 compares with 20,723 on July 1, 1983.

Chrysler Corp.'s gain of 230 outlets was biggest factor in the upturn, and Ford Motor Co. was up 95. There were dips of 65 for GM, 43 for AMC-Renault and 19 for VW. A change in the number of intercorporate duals fixed the industry's year-to-year change at 172 establishments.

U.S. dealer total rises to 24,768; duals, imports up

The total number of dealerships in the U.S. is up for the third semiannual census in a row, but the makeup of the dealerships is changing.

The AUTOMOTIVE NEWS dealership census shows a total of 24,768 dealerships in operation on July 1, up 47 from Jan. 1 and 266 from July 1, 1983. It was the highest total since the 25,189 of July, 1982.

There were 3,873 dealers carrying only imports on July 1, another 13,888 handling only domestic cars and 7,007 import-domestic duals.

Import-domestic dualing increased compared both with a year earlier and with the Jan. 1 total. Likewise, the number of import-only dealerships showed increases for both periods. But the number of domestic-only dealerships showed two declines.

U.S. FRANCHISES

	July 1, 1984	Jan. 1, 1984
AMERICAN MOTORS-RENAULT		
AMC	1,416	1,440
Renault	1,352	1,356
CHRYSLER CORP.		
Chrysler	2,980	2,888
Dodge	2,844	2,744
Plymouth	2,929	2,831
FORD MOTOR CO.		
Ford	4,693	4,677
Lincoln	1,561	1,552
Mercury	2,706	2,680
GENERAL MOTORS		
Buick	2,965	2,945
Cadillac	1,605	1,595
Chevrolet	5,150	5,155
Oldsmobile	3,190	3,175
Pontiac	3,000	2,980
VOLKSWAGEN	896	906

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GM's late pricing changes seen as strategic move

Continued from Page 2

tion reduced the price of the average GM car by \$8, when spread across the whole line. The average price is about \$11,600.

Pontiac Fiero models went up an average of \$207. New figures are \$8,195 for the base unit, \$8,695 for the Sport Coupe and \$9,795 for the SE.

The Chevrolet Sprint, the Suzuki import that is sold by some 500 Western Chevrolet dealers, went up \$202 and is now \$5,151. It's more than the Chevrolet Scooter, which stays at \$4,990.

There were reductions of \$183 on the Chevette CS two-door

and \$121 on the four-door. The Pontiac 1000 two-door dipped \$185, and the four-door went down \$132.

New prices are: Chevette CS — Two-door, \$5,299; four-door, \$5,508. Pontiac 1000 — two-door, \$5,429; four-door, \$5,685.

There were a number of equipment additions. Among the more significant: An AM radio was made standard (subject to a delete option) on Chevrolet Camaro, Pontiac Firebird, rear-wheel-drive intermediate models and full-size cars that didn't already have that item. The price hike is \$112.

Power brakes (\$100) became standard on Chevrolet Celebrity, and the 5-liter V-8 engine was made standard on Buick Riviera and Oldsmobile Toronado. It boosted prices \$225.

The optional V-6 and V-8 gasoline engines rose \$10 and \$15, respectively. The V-6 is now \$260 and the V-8 is \$390.

On the other hand, the prices of optional diesel engines for intermediate, full-size and personal luxury cars were reduced by amounts ranging from \$240 to \$700. Diesel sales have been slow.

On intermediate models (both front-wheel drive and rear-wheel drive), the 4.3-liter V-6 diesel was cut \$240. It is now \$260.

The 5.7-liter V-8 diesel went down \$310 on rear-wheel-drive intermediate and full-size models. The price is now \$390.

On full-size station wagons, selected full-size sedans and Riviera and Toronado, the diesel is now a no-charge option. It formerly was \$700.



Moonroof for A-bodies

Sky-Top Sunroofs, Ltd., St. Louis, is marketing a power moonroof to fit the 1984 Pontiac 6000 STE, Buick Century, Oldsmobile Cutlass Ciera and Chevrolet Celebrity.

GM parts warehouse slated for Alberta

OSHAWA, Ont. — General Motors of Canada said it will build a \$12 million, 231,000-square-foot parts distribution warehouse on a 17-acre site in Edmonton, Alta.

It will replace a smaller, leased facility there and employ 100.

Nader group asks NHTSA meeting on tire grading

WASHINGTON.—Public Citizen, the Ralph Nader group which won its lawsuit against NHTSA over suspension of the tread wear grading requirements, wants a meeting as soon as possible after Aug. 1 with NHTSA head Diane Steed. NHTSA has not yet responded to the Public Citizen request.

Meanwhile, all tire companies are not in compliance with the Uniform Tire Quality Grading System and the government has neither appealed the standard nor made any announcement that it intends to obey the court's mandate (issued on June 20, following the April 24 decision) although NHTSA has met with industry representatives.

NHTSA, it is believed, has planned to publish in the Federal Register a new schedule for effectiveness of the tread wear grading. This could take effect as soon as the legal procedures allow for bias and bias-belted tires. But since NHTSA is now taking bids for a radial course monitoring tire, that period will be longer.

Mercedes misses limit in crash of air-bag car

Continued from Page 1

senger and driver: 890 and 734, respectively.

The car's air bag was deployed in the crash.

In the other assessment area considered crucial because of the possibility of death or serious injury, the Mercedes-Benz received chest-deceleration figures of 63 Gs for the driver and 44 for the passenger. The allowable limit in the lower-speed crashes is 60 Gs.

The crash of the M-B 300-SD was the first of a car equipped with an air bag in this series of crashes.

Mercedes-Benz said it does not challenge the numbers generated in the crash but said NHTSA's interpretation of them is questionable.

A spokesman said combined air bag and belt data from simulated accidents is not comparable to belts-only data. NHTSA will have to develop new techniques for evaluating air bags to get meaningful results, he said.

The Nissan 200-SX did well on chest figures (44 Gs for driver and 32 for passenger). In the head-injury comparison, it fared poorly for driver (1992-HIC), although it came in handily under the limit for the passenger (582).

The Toyota Van Wagon showed figures of 984 HIC for driver and 748 for passenger, 50 Gs for the driver-side chest deceleration force and 54 Gs for passenger.

The Toyota's competitor in price, weight and configuration, Dodge Caravan, previously produced HICs of 973 and 1200 and chest figures of 44 and 42.

All three newly-crashed cars fared well in windshield retention and fuel-system integrity criteria. They also had acceptable femur load tests.

The latest round of 35-MPH crashes brings to 31 the number of 1984 models that NHTSA has checked; seven more are scheduled, presumably before '85 models appear.

TOP-SALARIED EXECUTIVES IN U.S. AUTO INDUSTRY

Rank	Position & Company	1983 Combined Salary & Bonus	1982 Combined Salary & Bonus	Percentage Change	Rank	Position & Company	1983 Combined Salary & Bonus	1982 Combined Salary & Bonus	Percentage Change
1	Philip Caldwell, chairman, Ford Motor Co.	\$1,420,534	\$ 446,328	+218.3	58	S. C. Pace, president, TRW, Inc.	\$540,000	\$440,000	+ 22.7
2	Harry J. Gray, chairman, United Technologies	1,191,250	1,100,000	+ 8.3	59	Daniel W. Derbes, executive VP and president-Advanced Technology, Signal Co.	532,500	327,500	+ 62.6
3	Donald E. Petersen, president, Ford Motor Co.	1,113,256	366,427	+203.8	60	S. Salem, president-Chemicals, Plastics & Industrial Products, General Tire & Rubber Co.	530,747	343,999	+ 54.3
4	Roger B. Smith, chairman, General Motors	1,058,000	548,634	+ 92.8	61	Paul M. Montrone, executive VP and president-Engineering Product Group, Signal Cos.	525,000	N.A.	
5	Robert Anderson, chairman, Rockwell International (FY ended 9/30/83)	1,047,083	977,083	+ 7.2	62	Jon A. Nord, vice president-Housing, Fleetwood Enterprises (FY ended 4-30-83)	521,194	N.A.	
6	John C. Crean, chairman, Fleetwood Enterprises (FY ended 4/30/83)	1,034,163	522,707	+ 97.9	63	J. Mason Reynolds, president, Bendix Automotive Group, Allied Corp.	520,348	350,953	+ 48.3
7	E. G. Jefferson, chairman, du Pont	959,982	763,080	+ 25.8	64	Harry H. Wetzel, chairman-Garrett Corp., Signal Co.	520,000	425,000	+ 22.4
8	Edward L. Hennessy Jr., chairman, Allied Corp.	941,667	830,000	+ 13.5	65	Stillman B. Brown, executive VP-Finance and Administration, United Technologies	515,625	500,000	+ 3.1
9	F. James McDonald, president, General Motors	940,000	483,634	+ 94.4	66	James R. Stover, president, Eaton Corp.	511,314	278,380	+ 83.7
10	Harold A. Poling, executive VP, Ford Motor Co.	924,890	282,917	+226.9	67	Donald D. Lennox, chairman, International Harvester (FY ended 10-31-83)	508,333	297,300	+ 71.2
11	Will M. Caldwell, executive VP, Ford Motor Co.	871,012	280,003	+211.1	68	Martin D. Walker, executive VP, Rockwell International (FY ended 9-30-83)	494,167	447,500	+ 10.4
12	Howard H. Kehr, vice chairman, General Motors	868,000	448,634	+ 93.5	69	Frederick J. Mancheski, chairman, Echlin, Inc.	493,000	390,000	+ 26.4
13	George A. Strichman, chairman, Colt Industries, Inc.	865,120	393,830	+119.7	70	Chester Devenow, chairman, Sheller-Globe Corp. (FY ended 9-30-83)	491,544	421,610	+ 16.6
14	Harold D. Hoopman, vice chairman, U.S. Steel, and president, Marathon Oil Co.	864,807	675,000	+ 28.1	71	Frank R. O'Keefe Jr., president, Armstrong Rubber Co. (FY ended 9-30-83)	489,520	314,962	+ 55.4
15	E. Mandell de Windt, chairman, Eaton Corp.	850,282	455,949	+ 86.5	72	G. R. Simmonds, chairman and president, Simmonds Precision Products, Inc.	487,500	N.A.	
16	Glenn F. Kummer, president, Fleetwood Enterprises (FY ended 4/30/83)	840,945	359,472	+133.9	73	W. P. Schmoee, Conoco vice chairman, du Pont	486,831	N.A.	
17	Raymond A. Hay, chairman, LTV Corp. (new parent company of Republic Steel) (FY ended 4/30/83)	805,885	N.A.		74	D. K. Barnes, executive VP, du Pont	482,965	442,552	+ 9.1
18	David I. Margolis, president, Colt Industries	786,710	358,230	+119.6	75	R. C. Forney, executive VP, du Pont	482,965	426,555	+ 13.2
19	Forrest N. Shumway, chairman, Signal Cos.	775,000	435,000	+ 78.2	76	R. J. Richardson, executive VP, du Pont	482,965	419,564	+ 15.1
20	Michael D. Dingman, president, Signal Cos.	775,000	375,000	+106.7	77	W. G. Simeral, executive VP, du Pont	482,965	419,564	+ 15.1
21	Reuben Jensen, executive VP, General Motors	765,000	398,634	+ 91.9	78	E. S. Woolard Jr., executive VP, du Pont	482,965	N.A.	
22	A. F. Giacco, chairman and president, Hercules, Inc. (FY ended 9/30/83)	764,330	620,837	+ 23.1	79	Leon R. Brodeur, president, Firestone Tire & Rubber	476,667	221,667	+115.0
23	Robert E. Mercer, chairman, Goodyear Tire & Rubber Co.	759,000	587,000	+ 29.3	80	Lee A. Iacocca, chairman, Chrysler Corp.	475,308	366,000	+ 29.9
24	R. E. Bailey, vice chairman, du Pont (FY ended 9/30/83)	752,556	737,767	+ 2.0	81	Alan Belzer, president-Chemical Sector, Allied Corp.	473,333	395,000	+ 19.8
25	Elden L. Smith, VP—RV Group, Fleetwood Enterprises (FY ended 4/30/83)	752,326	334,453	+124.9	82	Richard J. Coar, senior VP-Power Group, United Technologies	467,500	N.A.	
26	J. J. Nevin, chairman, Firestone Tire & Rubber	748,000	460,000	+ 62.6	83	C. S. Nicandros, president-Petroleum Operations, du Pont	458,473	N.A.	
27	R. F. Mettler, chairman, TRW, Inc.	740,000	620,837	+ 19.2	84	Harvey H. Lamm, president, Subaru of America (FY ended 10-31-83)	456,445	398,097	+ 14.7
28	J. G. Breen, chairman and president, Sherwin-Williams	730,021	676,723	+ 7.9	85	H. Holiday Jr., chairman, Armco, Inc. (FY ended 10-31-83)	454,167	425,000	+ 6.9
29	Donald R. Beall, president, Rockwell International (FY ended 9/30/83)	727,500	668,333	+ 8.9	86	Ben H. Cook, executive VP, Colt Industries	448,940	212,820	+111.0
30	Thomas C. Page, executive VP, Ford Motor Co.	721,150	252,280	+185.9	87	Salvatore J. Cozzolino, executive VP, Colt Industries	448,940	N.A.	
31	R. E. Heckert, vice chairman, du Pont	713,889	590,327	+ 20.9	88	Guy C. Shafer, executive VP, Colt Industries	448,940	212,820	+111.0
32	Robert Carlson, president, United Technologies	700,000	610,000	+ 14.8	89	William T. Ernst, president, Mohawk Rubber	444,608	444,608	0
33	Boyd R. Plowman, senior VP—Finance, Fleetwood Enterprises (FY ended 4/30/83)	690,259	335,766	+105.6	90	Stephen A. Girard, president and chairman, Kaiser Steel	442,372	442,372	0
34	F. Alan Smith, executive VP, General Motors	685,000	298,634	+129.4	91	J. H. Miller, president-World Tire Division, General Tire & Rubber Co.	440,054	N.A.	
35	James F. Bere, chairman, Borg-Warner Corp.	677,000	533,500	+ 26.9	92	John F. Carr, vice chairman, Grumman Corp.	439,796	N.A.	
36	M. Gerald O'Neil, chairman, General Tire & Rubber Co.	658,138	461,543	+ 42.6	93	S. W. Gustafson, president, Dana Corp.	436,406	385,100	+ 13.3
37	Paul F. Orrefice, president, Dow Chemical Co.	641,845	525,000	+ 22.3	94	Robert E. Gilmore, president, Caterpillar Tractor	432,000	432,605	- .1
38	G. B. Mitchell, chairman, Dana Corp.	617,254	612,008	+ 0.9	95	Joseph P. Flannery, chairman, Uniroyal, Inc.	430,000	387,500	+ 11.0
39	Joseph G. Gavin Jr., president, Grumman Corp.	615,533	376,085	+ 63.7	96	D. T. McKone, chairman and president, Libbey-Owens Ford Co.	427,000	315,200	+ 35.5
40	Hubert Faure, senior executive VP—building systems, United Technologies	615,000	564,000	+ 9.0	97	J. D. Ong, chairman and president, B. F. Goodrich	420,000	310,250	+ 35.4
41	Henry M. Fawcett, chairman, Mohawk Rubber	607,125	607,125	0	98	Donald H. Trautlein, chairman, Bethlehem Steel Corp.	419,078	427,676	- 2.0
42	David M. Roderick, chairman, U.S. Steel	606,104	556,542	+ 8.9	99	Robert M. Keil, executive VP and Financial VP, Dow Chemical Co.	410,736	305,833	+ 34.3
43	John C. Bierwith, chairman, Grumman Corp.	603,821	424,327	+ 42.3	100	Thomas F. Gaffney, executive VP, Guardian Industries	408,970	333,457	+ 22.7
44	William W. Boeschstein, chairman and president, Owens-Corning Fiberglass	600,000	395,000	+ 51.9	101	William D. Geitz, executive VP-Oil and Gas, Allied Corp.	408,333	402,000	+ 1.6
45	Lee L. Morgan, chairman, Caterpillar Tractor	594,000	598,454	- 0.7	102	T. A. Holmes, chairman, Ingersoll-Rand Co.	401,600	366,500	+ 9.6
46	T. F. Russell, chairman, Federal-Mogul Corp.	583,330	259,992	+124.4	103	K. Robert Hahn, executive VP, Lear Siegler (FY ended 6-30-83)	396,194	381,667	+ 3.8
47	George M. Skurla, chairman, Grumman Aerospace Corp., Grumman Corp.	582,323	N.A.		104	John F. Daly, chairman, Hoover Universal	396,000	273,803	+ 44.6
48	Robert D. Rowan, chairman, Fruehauf Corp.	581,250	392,809	+ 48.0	105	Wilton Looney, chairman, Genuine Parts Co.	391,667	351,143	+ 11.5
49	Robert T. Campion, chairman & president, Lear Siegler	572,296	556,667	+ 2.8	106	David R. Reynolds, chairman, Reynolds Metal Co.	390,485	380,164	+ 2.7
50	James A. Walsh, chairman, Armstrong Rubber Co. (FY ended 9-30-83)	571,835	373,600	+ 53.1	107	G. E. Solomon, executive VP, TRW, Inc.	390,000	325,000	+ 20.0
51	L. Stanton Williams, chairman, PPG Industries	566,250	350,000	+ 61.8	108	Robert A. dePalma, senior VP, Rockwell International (FY ended 9-30-83)	387,000	362,833	+ 6.7
52	Charles W. Perry, chairman, Aluminum Co. of America	561,049	N.A.		109	Henry B. Schacht, chairman, Cummins Engine Co.	382,498	588,625	- 35.0
53	Charles M. Pigott, president, Paccar, Inc.	559,439	493,053	+ 13.5	110	James J. Paulos, senior VP, LTV Corp.	382,311	N.A.	
54	W. C. Purple, executive VP and president, Aerospace/Electronic Group, Allied Corp.	556,868	470,760	+ 18.3	111	Robert A. Stranahan Jr., chairman and president, Champion Spark Plug	381,440	372,980	+ 2.3
55	Warren J. Hayford, president, General Tire & Rubber Co.	550,000	399,991	+ 37.5	112	James R. Rinehart, chairman and president, Clark Equipment Co.	379,856	351,544	+ 8.1
56	J. Earl Burrell, president, PPG Industries	540,750	325,000	+ 66.4					
57	Tom H. Barrett, president, Goodyear Tire & Rubber Co.	540,204	N.A.						

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As U. S. auto industry booms

Execs' compensation soars 40 pct. in 1983

Continued from Page 1

tives suffered the biggest pay declines. Pay for the chairman and president dropped 35 percent from 1982.)

AMC President Jose J. Dedeurwaerder didn't even make the 1983 list because he was paid less than \$300,000; he made

\$250,000 in 1983.

However, the survey, compiled from proxy statements, does not include stock bonuses, stock options, income from stock options exercised nor long-term and contingent remuneration.

If those had been included, all five of GM's highest-paid executives would be over the \$1 million mark, and Ford's Caldwell would have a considerably larger lead over the rest of the pack since his total automotive-related income totaled more than \$7 million in 1983.

Meanwhile, the pay of executives for Japanese automobile companies held fairly steady.

Contributing to this report were Bob Cook, in Washington; John Hartley, in Japan; and Kathleen Hamilton and Michelle Krebs, in Detroit. The article was written by Krebs.

\$20 an hour gap in U. S.-Japan pay

ANN ARBOR, Mich.—Next time a Detroit auto executive starts whining about the gap between labor costs in the U.S. and Japan, two figures from University of Michigan researcher Michael Flynn, co-author of a study on manufacturer-supplier relationships, might be in order:

Cost gap for blue-collar auto workers is \$7 an hour; for white-collar workers, it's \$20.

REPORTED INCOME OF BIG 4 EXECUTIVES

Executive, Position & Company	1983 Income	1982 Income
Philip Caldwell, chairman, Ford	\$7.31 million	\$1.16 million
Donald Petersen, president, Ford	\$3.76 million	\$565,333
Roger B. Smith, chairman, GM	\$1.51 million	\$565,134
F. James McDonald, president, GM	\$1.35 million	\$498,184
Lee A. Iacocca, chairman, Chrysler	\$648,858	\$1.58 million
Gerald Greenwald, vice chairman, Chrysler	\$1.10 million	\$358,952
W. Paul Tippet, chairman, AMC	\$607,116	\$376,536
Jose Dedeurwaerder, president, AMC	\$291,920	\$251,325

Figures include automotive-related income during 1983 as reported in proxy statements. Salaries, directors fees, benefits, income from stock options and stock bonuses with specific dollar amounts attached are included. GM figures include savings plan remuneration. Bonuses for Chrysler executives are not included, since those numbers will not be available until the 1984 proxy statement is issued next spring.

INCOMES OF JAPANESE AUTO EXECUTIVES

Executive, Position & Company	1983 Income*	1982 Income	% Change
Shoichiro Toyoda, president, Toyota Motor Corp.	\$1.56 million	\$1.30 million	+ 20.0
Katsuji Kawamata, chairman, Nissan Motor Co.	\$820,000**	\$820,000	0
Takashi Ishihara, president, Nissan Motor Co.	\$510,000**	\$510,000	0
Yoshiki Yamazaki, president, Toyo Kogyo Co.	\$195,000	\$165,000	+ 18.2
Tadashi Kume,*** president, Honda Motor Co.	\$170,000	N.A.	

*—Japan's tax law was changed in 1983 and no longer requires that executives' income be made public. In the past, the law required executives to make public their entire income, including that not necessarily automotive-related.

**—Figures are estimates.

***—Became president in 1983. The 1983 income figure does not necessarily reflect his salary as Honda president.

TOP-SALARIED EXECUTIVES IN U. S. AUTO INDUSTRY

Continued from Page 58

Rank	Position & Company	1983 Combined Salary & Bonus	1982 Combined Salary & Bonus	Percentage Change	Rank	Position & Company	1983 Combined Salary & Bonus	1982 Combined Salary & Bonus	Percentage Change
113	W. C. Adams, president, Federal-Mogul Corp.	\$377,500	\$185,000	+ 104.1	143	J. Russell Duncan, chairman and treasurer, Stego Corp. (FY ended 4-31-83)	\$328,500	\$328,800	— .1
114	W. Bruce Thomas, vice chairman, U. S. Steel	373,958	339,083	+ 10.3	144	E. B. Jones, chairman-Republic Steel, LTV Corp.	328,500	325,875	+ .8
115	Harvey A. Holwasser, president, Arrow Automotive Industries (FY ended 6-30-83)	369,081	299,715	+ 23.1	145	Robert M. Kuhn, president, Armstrong Rubber (FY ended 9-30-83)	328,004	N.A.	
116	C. Fred Fetterolf, president, Aluminum Co. of America	389,849	N.A.		146	Robert G. Freese, senior VP-Finance, Grumman Corp.	327,960	N.A.	
117	Robert L. Kirk, president-Aerospace & Defense, LTV Corp.	368,599	N.A.		147	Harold K. Sperlich, president, Chrysler Corp.	327,169	255,470	+ 28.1
118	Robert S. Bowen, executive VP-Sales & Marketing, Firestone Tire & Rubber Co.	360,000	189,167	+ 90.3	148	Gale L. Galloway, chairman and president, Celeron Corp., Goodyear Tire & Rubber Co.	325,000	N.A.	
119	J. Paul Tippet, chairman, American Motors	360,000	376,536	— 4.4	149	James J. Gavin Jr., senior VP, Borg-Warner Corp.	325,000	257,500	+ 26.2
120	John J. Roscia, senior VP, Rockwell International (FY ended 9-30-83)	363,667	339,967	+ 7.0	150	James A. Henderson, president, Cummins Engine Co.	324,998	498,769	— 34.8
121	Stephen R. Hardis, executive VP-Finance & Administration, Eaton Corp.	357,774	200,751	+ 78.2	151	John R. Eastman, vice chairman, Sheller-Globe Corp.	324,967	N.A.	
122	Fowler Blauvelt, executive VP, Owens-Corning Fiberglass Corp.	357,000	240,000	+ 48.8	152	William S. Leonhart, vice chairman, Reynolds Metals Co.	320,485	310,000	+ 3.4
123	Gerald Greenwald, vice chairman, Chrysler Corp.	351,254	255,470	+ 37.5	153	John C. Peppler, senior VP, Lear Siegler	320,251	305,000	+ 5.0
124	John E. Blomquist, vice chairman, Reynolds Metals Co.	350,000	340,000	+ 2.9	154	J. T. Gorman, executive VP, TRW, Inc.	320,000	N.A.	
125	Frank P. Coyer Jr., vice chairman, Fruehauf Corp.	348,750	225,000	+ 55.0	155	Edward I. Scalon, chairman, Sealed Power	320,000	N.A.	
126	Frederick J. Ross, president, Raymark Corp.	348,249	N.A.		156	Joseph G. Temple Jr., president-Merrell Dow Pharmaceuticals, Inc., and executive VP, Dow Chemical Co.	318,883	N.A.	
127	William Agee, former chairman-Bendix Corp., Allied Corp.	347,919	852,420	— 59.2	157	William O'Bourke, president, Reynolds Metals Co.	318,146	N.A.	
128	David H. Hoag, president, Jones & Laughlin Steel, LTV Corp.	347,136	N.A.		158	Sherman E. Rose, chairman, Subaru of America	317,998	329,494	— 3.5
129	William N. Gross, executive VP, Paccar	345,438	307,565	+ 12.3	159	Joseph M. Dunn, senior VP, Paccar, Inc.	316,357	N.A.	
130	Frank R. Popoff, president-Dow Chemical of Europe SA, Dow Chemical Co.	342,759	N.A.		160	Edward E. Brewer, chairman, Cooper Tire & Rubber Co.	316,328	N.A.	
131	George W. Aucott, executive VP-World Tire, Firestone Tire & Rubber Co.	342,083	N.A.		161	Clarence E. Johnson, president, Borg-Warner Corp.	315,000	N.A.	
132	D. C. Garfield, president, Ingersoll-Rand Co.	342,017	321,600	+ 6.4	162	G. Emmett Smith, senior VP, LTV Corp.	313,379	N.A.	
133	Frank W. Luerssen, chairman and president, Inland Steel	341,006	225,000	+ 51.6	163	Salvatore Giordano, chairman, Fedders Corp.	312,700	N.A.	
134	Hunter W. Henry, president, Dow Chemical USA, and executive VP, Dow Chemical Co.	340,597	N.A.		164	Earl Dolive, vice chairman, Genuine Parts Co.	312,000	300,000	+ 4.0
135	A. W. Reynolds, executive VP, TRW, Inc.	340,000	310,000	+ 9.7	165	Walter F. Williams, president, Bethlehem Steel Corp.	311,032	318,382	— 2.3
136	Jay H. Rosenson, executive VP, Firestone Tire & Rubber Co.	337,500	173,333	+ 94.7	166	Thomas J. Reghanti, president, Fruehauf Corp.	310,000	199,992	+ 55.0
137	James A. Graham, president, Sheller-Globe Corp.	335,127	N.A.		167	Robert D. Tuttle, president, Sealed Power	310,000	N.A.	
138	Thomas A. Commes, senior VP-Finance, Sherwin Williams	332,098	301,280	+ 10.2	168	James S. Pasman Jr., vice chairman, Aluminum Co. of America	307,877	N.A.	
139	Frank V. Breeze, senior VP, PPG Industries	330,500	N.A.		169	James V. Bitner, senior VP, Lear Siegler (FY ended 6-30-83)	306,297	N.A.	
140	Vincent A. Sarni, vice chairman, PPG Industries	330,500	N.A.		170	Robert C. Ressler, president, Hoover Universal	305,338	218,339	+ 39.9
141	Howard M. Love, chairman and president, National Steel	330,309	330,309	0	171	Thomas E. Petry, president, Eagle-Picher Industries (FY ended 11-30-83)	304,982	N.A.	
142	Robert E. LaRoche, executive VP, Borg-Warner Corp.	330,000	272,956	+ 20.9	172	Richard J. Jacob, chairman, Dayco Corp. (FY ended 10-31-83)	300,312	N.A.	

NOTE: List compiled from proxy statements of publicly traded companies, which contain compensation for five top-paid executives. Figure includes salary and bonus, not stock bonuses, stock options, profits from stock options exercised, nor long-term and contingent remuneration. Salaries and bonuses awarded are for calendar 1983 unless otherwise noted.

1—Includes a \$296,000 bonus from Marathon Oil Co.

2—Promoted to chairman from president.

3—Promoted to president from executive VP.

4—Michew Rubber became a subsidiary of EGH Acquisitions on 1/84.

5—Elected chairman 4/1/83.

6—Resigned 1/18/84. 1982 salary is from General Tire and International Harvester, where he served as president until March, 1982.

7—Named president in 1983.

8—Includes salary only. Bonuses have been awarded but will be made public in the 1984 proxy statement.

9—Elected president 4/1/83.

10—Was vice president during 1983.

11—Died 7/11/83.

12—Was vice president during 1983.

Big Three jockeying to meet CAFE's

Continued from Page 2

ditional product and marketing actions to assure compliance," she said. "Without such a revision, we may have no choice but to curtail production of some full-size trucks and eliminate jobs associated with full production," Petruskas said.

In other words, Ford will meet the law even if that involves closing plants and putting workers out of jobs.

NHTSA, reporting companies' expectations for model-year '84, said Chrysler — at expected 18.5 MPG — is below the composite 20.0 MPG. Ford in the two-wheel-drive class expects 19.0 MPG, and GM expects 20.7 MPG. The two-wheel-drive standard is 20.3 MPG. In the '84 light-truck four-wheel-drive class, AMC expects 20.8 MPG; Ford, 18.5 MPG, and GM, 20.7 MPG. The standard is 18.5 MPG.

• For model-year '85 light-truck composite, Chrysler expects 20.3 MPG; Ford, 19.2 MPG, and GM, 20.0 MPG. For model-year '86 composite, Chrysler expects 21.5 MPG; Ford, 20.3 MPG, and GM, 20.6 MPG. For model-year '87 composite, Chrysler expects 21.8 MPG; Ford, 20.3 MPG, and GM, 20.6 MPG.

NHTSA realizes it is caught between Ford and Chrysler in deciding on light-truck standards.

If Ford has to close plants and lay off workers to meet the standards, potential Ford customers will shift to other manufacturers with larger engines. Thus, Ford would suffer without any oil savings to the nation.

On the other hand, Chrysler believes its investment will have been wasted. If the agency relieves Ford of paying civil penalties for noncompliance, then Chrysler will suffer even more since Ford could use the money to become an even stronger competitor.

Although in testimony before the House subcommittee, GM did not ask for relief on light-truck standards, it filed a statement in the NHTSA docket supporting Ford's request for slipping the model-year '84 standard from 20 MPG to 19 MPG and the model-year '85 standard from 21 MPG to 19.5 MPG.

Like Ford, GM said the forecast made by DOT when it set the standards in 1980 has not turned out to be true.

And although Chrysler protested Ford's petition for relief and GM's support of that position, Chrysler failed to mention that it petitioned for relief on Sept. 20, 1978, and was granted relief for 1981 light-truck standards.

GM official Richard L. Klimisch gave GM's projection for model-year '84 as 24.8 MPG — one-tenth higher than earlier given to NHTSA.

GM expects to obey the law by using carryback and carry-forward and "by including our new joint-venture car and a test procedure adjustment credited..."

But GM did not say whether it was counting on the 0.3 MPG CAFE adjustment from EPA which it originally used or the 0.2 MPG being proposed by EPA.

Makers build 523,781 cars for month

July production highest since 1979

By Keith Gave
Detroit Reporter

U.S. auto makers posted their best July production total since 1979, although output declined significantly last week due to model changeovers at Chrysler and General Motors.

Last month, 523,781 units were assembled. That represents a 13.61 percent increase over the 461,046 units in the same period last year and was the best July since 583,765 autos were produced in the U.S. five years ago.

Domestic car production was expected to reach 111,074 last week, down 13.82 percent from the previous week's 128,900. Last week's build was 43.92 percent higher than 77,174 assembled in the same week last year.

Year to date, there have been 4,853,027 cars built in the U.S.,

26.28 percent more than the 3,842,995 built in the same period last year.

Of last week's estimated automotive build, GM accounted for 60.51 percent, Ford 32.47 percent, American Motors 4.32 percent and Honda 2.70 percent. Chrysler and Volkswagen were idle for model changeover.

Four Chrysler plants were down. The 3,200 hourly workers at the company's Belvidere (Ill.) plant, joined hourly workers at Newark (N.J.) and St. Louis plants No. 1 and No. 2 on temporary layoff. All four plants are expected to resume production today (Aug. 6).

Three more GM plants were

idled for model changeover, bringing to 16,050 the number of hourly employees on temporary layoff. They were: Linden (N.J.), Tarrytown (N.Y.) and Baltimore (Md.).

Linden and Tarrytown are scheduled to resume production Aug. 20. Baltimore will reopen Sept. 10 with production of the new M-van.

The Flint B-line returned to production this week, but the Leeds (Mo.), Willow Run (Mich.) and Wilmington (Del.) plants remained idle for changeover.

The Buick B-line worked two shifts of overtime Saturday (Aug. 4).

Sponsor of anti-subsidy bill calls for action by Dingell

Continued from Page 8

that some fleet/lease companies are "bootlegging" by dumping new cars on the market in direct competition with new-car dealers. Following hearings on the bill in June, the FTC opened an investigation into the alleged practice.

"I think we opened their (FTC) eyes on this issue," said Taylor. "What they might do with it, I don't know."

Auto makers and fleet/lease companies have opposed the legislation, contending that their basic markets are different from

that of dealers. But Taylor said last week that he could not understand the auto companies' position on the anti-subsidy measure.

"The manufacturers have no reason to be against this bill unless they want to continue bootlegging," he said. "They are way offbase on this one."

"The auto manufacturers are not unlike the Federal Government in a lot of ways," he added. "They have their own bureaucracies. The vice presidents of fleet/leasing probably like their little domains and perhaps this bill would cause some dislocation for some very high-salaried people."

Taylor said he did not expect the bill to pass the entire Congress this year no matter what happens in the House.

"I quite frankly feel we're not going to get a companion bill in the Senate this late," he said. "But I'd like to get it passed in the House, and we will if John Dingell will do what he said he will do."

Group slates convention for Chrysler owners

DEARBORN. — Rapid Transit System, based here, has slated the 1984 Chrysler Car Club Convention for Aug. 10-12 at the Indianapolis Motor Speedway.

The event is open to all Chrysler, Dodge, Plymouth, DeSoto, Imperial and Dodge truck owners. The fee to be an exhibitor is \$25.

Truck production for July reaches six-year high

Domestic truck manufacturers concluded July with their best production total in six years.

Last month, 211,518 units were assembled, compared with 278,020 produced in 1978. The July total was 34.47 percent higher than the 157,293 built in the same period last year.

Truck assembly last week was targeted at 55,982, down 7.88 percent from 60,771 the previous week, but 34.94 percent more than the 41,486 built in the year-ago week.

So far this year, truck manufacturers have produced 1,868,798, which is 39.39 percent more than 1,340,681 in the same period last year.

General Motors scheduled Saturday overtime last week at its Detroit plant. Nissan was down for vacation; production is scheduled to resume Aug. 13.

CANADIAN CAR PRODUCTION

	Week Ended August 4 1984	Week Ended August 6 1983	Week Ended July 29 1984	July Est.	Jan. 1 to August 6 1983	Jan. 1 to August 4 1984
AMERICAN MOTORS	600	601	608	848	17,157	13,458
CHRYSLER CORP.					103,857	
FORD MOTOR	8,805	8,295	9,250	16,149	139,097	255,791
GENERAL MOTORS	5,280	3,913	8,576	45,308	333,347	386,955
VOLVO			225	831	5,935	6,482
Total Cars, Canada	14,685	12,809	18,659	63,136	599,393	662,686

TRUCK PRODUCTION IN U.S.†

	Week Ended August 4 1984	Week Ended August 6 1983	Week Ended July 29 1984	July Est.	Jan. 1 to August 6 1983	Jan. 1 to August 4 1984
CHEVROLET	19,279	13,552	20,659	87,595	475,333	607,014
DODGE	3,000	2,323		11,201	80,998	119,635
FORD	21,532	17,540	24,537	59,396	522,293	699,598
GMC	5,711	4,219	6,612	27,737	152,970	196,729
INTERNATIONAL	1,610	1,375	1,747	4,143	29,133	44,248
VOLKSWAGEN					2,079	
JEEP	3,800	1,727	3,847	8,577	46,795	111,066
NISSAN			2,319	8,459		57,738
AM GENERAL	50*	50*	50*	210	1,480*	1,570*
MISCELLANEOUS	1,000*	1,000*	1,000*	4,200	29,600*	31,200*
Total Trucks, U.S.	55,982	41,486	60,771	211,518	1,340,681	1,868,798

CANADIAN TRUCK PRODUCTION

	Week Ended August 4 1984	Week Ended August 6 1983	Week Ended July 29 1984	July Est.	Jan. 1 to August 6 1983	Jan. 1 to August 4 1984
CHRYSLER CORP.	5,520	1,603		14,924	74,671	206,730
FORD MOTOR	3,456	3,144	3,174	4,556	80,299	91,072
GENERAL MOTORS	3,580	1,922	3,805	21,784	149,120	182,015
INTERNATIONAL	215	65	201	466	3,216	4,506
Total Trucks, Canada	12,771	6,734	7,180	41,730	307,306	484,323
N. American Trucks	68,753	48,220	67,951	253,248	1,647,987	2,353,121

†—Now includes window van production. *—Estimated.

Jeep includes commercial only. AM General includes government-destined vehicles.

U.S. CAR PRODUCTION

	Week Ended August 4 1984	Week Ended August 6 1983	Week Ended July 29 1984	July Est.	Jan. 1 to August 6 1983	Jan. 1 to August 4 1984
AMERICAN MOTORS	4,800	3,596	4,642	19,451	102,919	118,400
AMC Total					4,071	
Eagle					4,068	
Renault Total	4,800	3,596	4,642	19,451	98,848	118,400
Alliance	2,750	2,449	2,642	10,987	95,523	64,064
Encore	2,050	1,147	2,000	8,464	3,325	54,336
CHRYSLER CORP.		3,894	7,404	68,574	494,110	759,282
Plymouth Total		825	2,860	22,915	178,979	223,176
Horizon			2,045	10,760	63,717	93,875
Reliant		787		13,497	112,256	110,334
Caravelle†		38	3	32	3,006	5,537
Gran Fury			812			13,430
Chrysler Total		1,747	1,726	21,621	114,644	254,711
LeBaron		1,270		6,692	52,465	77,225
Laser				3,808		46,064
Chrysler E-Class		477		3,722	62,179	63,070
Fifth Avenue			1,726	7,399		68,352
Dodge Total		2,105	2,818	25,292	200,487	281,395
Omni			2,363	10,374	72,829	88,880
Aries		1,195		6,569	83,249	87,643
Daytona				2,642		34,207
Dodge 400		706			18,578	
Dodge 600		204		3,216	25,391	48,280
Diplomat			455	2,491		22,385
FORD MOTOR	36,065	12,442	35,402	79,506	859,649	1,028,258
Ford Division	20,945	6,802	21,305	49,288	547,054	664,252
Escort	5,621	4,030	5,939	14,576	152,678	204,291
Fairmont		2,772			23,728	
Mustang	3,100		2,956	7,167	67,478	80,440
LTD	3,671		4,171	9,319	100,214	127,075
Thunderbird	2,634		2,542	3,784	113,916	88,795
Crown Victoria	1,716		1,769	4,136	54,742	45,544
EXP	792		831	2,176	1,184	20,581
Tempo	3,411		3,097	8,130	33,114	97,526
L-M Division	15,120	5,640	14,097	30,218	312,595	364,006
Mercury Total	10,949	4,333	10,502	21,286	246,581	252,493
Lynx	2,033	2,442	989	2,792	43,243	40,446
Capri	267		271	655	12,892	10,207
Zephyr		332			8,601	
Marquis	2,651		2,983	6,477	43,296	68,332
Cougar	3,214		3,111	4,609	70,606	62,386
Grand Marquis	1,795	1,559	1,795	4,299	57,516	55,678
LN7					290	
Topaz	989		1,353	2,454	10,137	25,444
Lincoln Total	4,171	1,307	3,595	8,932	66,014	101,513
Continental	1,103	258	960	2,365	8,793	23,019
Lincoln	2,605	576	2,235	5,571	37,030	60,257
Mark VI/VII	463	473	400	996	20,191	18,237
GENERAL MOTORS	67,209	53,700	78,439	346,386	2,310,518	2,813,522
Buick Division	11,581	10,815	17,789	83,467	533,756	619,678
Skylark			830	6,740	61,382	58,445
Skyhawk		1,548	2,655	10,865	44,612	93,826
Somerset Regal	540		281	948		1,346
Century	4,420	1,636	4,743	20,799	99,607	139,626
Hegai		4,522	3,087	15,269	148,874	131,396
Buick	3,981	2,378	3,736	17,772	151,006	133,837
Riviera	1,042	731	1,044	4,481	28,275	32,098
Electra (fwd)	1,598		1,413	6,593		29,104
Cadillac Division	7,644	1,215	6,889	28,431	184,971	205,384
Cimarron	257	237	221	796	12,418	10,219
Seville	668	251	672	2,881	20,158	24,904
Eldorado	1,490	727	1,496	6,409	44,900	48,691
Cadillac	1,646		1,712	7,884	107,495	86,427
DeVille (fwd)	3,583		2,788	10,461		35,143
Chevrolet Division	23,284	16,012	27,165	113,533	751,189	955,208
Chevette	2,869	150	2,601	11,290	109,173	116,445
Cavalier	4,643	7,526	7,654	29,587	177,453	248,454
Celebrity	5,309		5,558	24,992	80,345	184,027
Camaro	4,833	1,101	5,068	19,464	118,697	159,324
Citation	1,727	633	2,514	11,496	60,950	70,043
Malibu/El Camino		2,230			95,007	16,346
Monte Carlo	1,521	2,456	1,514	6,275	57,190	70,766
Chevrolet	1,632	1,323	1,475	7,203	38,028	69,220
Corvette	750	593	781	3,226	14,346	20,583
Oldsmobile Division	18,415	15,569	18,048	81,852	604,839	702,156
Omega				2,520	36,269	29,289
Firenza		817	1,078	4,446	29,147	44,390
Cutlass Supreme	3,519	4,414	3,107	14,325	174,972	171,185
Cutlass Ciera	5,151	3,491	4,740	21,250	120,676	171,834
Oldsmobile	5,607	6,304	5,848	25,774	219,487	220,718
Olds (98 fwd)	2,798		2,212	9,228		34,819
Calais	540		343	944		1,342
Toronado	800	543	720	3,365	24,288	28,579
Pontiac Division	6,285	10,089	8,548	39,101	235,763	331,096
Acadian†	250	4,376	263	923	10,453	10,247
2000 Sunbird		2,238	2,204	11,450	63,165	90,134
1000	660	749	699	2,778	26,913	24,752
Firebird	2,585	596	2,671	11,408	57,365	72,587
Phoenix		160		804	16,590	14,116
Grand Prix/Bonneville		1,970			61,277	29,733
Parisienne	390		296	1,624		16,621
Fiero	2,400		2,415	10,114		72,906
HONDA	3,000	1,504	3,013	9,864	24,112	78,134
VOLKSWAGEN		2,038			51,687	55,431
Total Cars, U.S.	111,074	77,174	128,900	523,781	3,842,995	4,853,027
Total Cars, Canada	14,685	12,809	18,659	63,136	599,393	662,686
N. American Cars	125,759	89,983	147,559	586,917	4,442,388	5,515,713
N. American Trucks	68,753	48,220	67,951	253,248	1,647,987	2,353,121
North American Cars and Trucks	194,512	138,203	215,510	840,165	6,090,375	7,868,834

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

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Volvo's Halifax (N.S.) facility scheduled vacations last week. The plant is scheduled to return to production Aug. 20.

Chrysler Corp.'s Windsor (Ont.) plant returned to work

last week following vacations and projected production of 1,210 Dodge Caravans, 1,197 Plymouth Voyagers and 481 Mini Ram Vans bringing the year-to-date T-115 total to 127,095.